

# ELLIS: LAWHORNE

John J. Pringle, Jr.  
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April 12, 2006

## **VIA HAND-DELIVERY**

The Honorable Charles L.A. Terreni  
Chief Clerk  
**South Carolina Public Service Commission**  
101 Executive Center Dr., Suite 100  
Columbia, SC 29210

RE: Application of **Navacore, LLC** for a Certificate of Public Convenience and Necessary to Provide Resold and Facilities-Based Interexchange and Local Exchange Telecommunications Services, for Flexible Rate Structure for Local Exchange Exchange Service Offerings First Approved in Docket No. 97-467-C and for Alternative Regulation first approved in Docket No. 95-661-C  
**Docket No. 2006-111-C, Our File No. 1130-10346**

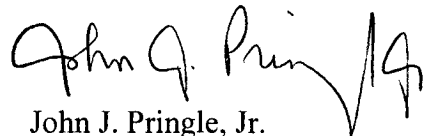
Dear Mr. Terreni:

Enclosed is the original and ten (10) copies of the **Application** filed on behalf of Navacore, LLC in the above-referenced matter.

Please acknowledge your receipt of this document by file-stamping the copy of this letter enclosed, and returning it via the person delivering same.

If you have any questions or need additional information, please do not hesitate to contact me.

Very truly yours,



John J. Pringle, Jr.

JJP/cr

cc: Office of Regulatory Staff Legal Department  
Mr. William Hubbart

Enclosures

**BEFORE THE  
PUBLIC SERVICE COMMISSION  
OF SOUTH CAROLINA  
DOCKET NO. 2006- \_\_\_\_\_**

In the Matter of the Application of **Navacore, LLC** for a )  
Certificate of Public Convenience and Necessary to Provide )  
Resold and Facilities-Based Interexchange and Local ) **APPLICATION**  
Exchange Telecommunications Services, for Flexible Rate )  
Structure for Local Exchange Exchange Service Offerings First )  
Approved in Docket No. 97-467-C and for Alternative )  
Regulation first approved in Docket No. 95-661-C )

Navacore, LLC ("Navacore" or "Applicant"), pursuant to S.C. Code Ann. §§ 58-9-280 and 58-9-520, the Rules of the South Carolina Public Service Commission ("Commission"), and Section 253 of the Telecommunications Act of 1996, 47 U.S.C. §253 (1996), respectfully submits this application for Authority to Provide Resold and Facilities-based Interexchange and Local Exchange Telecommunications Services, for flexible rate structure for local exchange service offerings similar to that approved by Order No. 98-165 in Docket No. 97-467-C, and for alternative regulation approved by Order Nos. 95-1734 and 96-55 in Docket No. 95-661-C and as modified by Order No. 2001-997 in Docket No. 2000-407-C ("Application"). The Applicant further requests, pursuant to R. 103-601(3) of the Rules of the Commission, that the Commission waive application to it of certain Commission Rules, as outlined herein.

Applicant proposes to offer resold and facilities-based interexchange and local exchange services, including operator services, to residential and business customers throughout the geographic service territory of BellSouth. Should its Application be granted, Applicant plans to commence offering service immediately upon the execution

of the appropriate and necessary interconnection agreement(s) with the appropriate Incumbent Local Exchange Carriers ("ILECs"). Approval of this Application will be beneficial to the public interest by increasing the level of competition in the South Carolina telecommunications market. Ultimately, competition will compel all telecommunications service providers to operate more efficiently and pass on the resultant cost savings to consumers. In addition, as a result of competition, the overall quality of local telephone services will improve.

In support of its Application, Applicant states as follows:

1. **Introduction**

1. The name and address of the Applicant are:

Navacore, LLC  
420 North Dave Lyle Blvd.  
Rock Hill, SC 29730  
Ph. (803) 327-2754  
Email: [operations@gvii.net](mailto:operations@gvii.net)

2. All correspondence, notices, inquiries and other communications regarding this Application should be directed to:

John J. Pringle, Jr.  
Ellis, Lawhorne & Sims, P.A.  
1501 Main Street, 5th Floor  
Columbia, SC 29202  
Phone: (803) 343-1270  
Fax: (803) 799-8479  
E-Mail: [jpringle@ellislawhorne.com](mailto:jpringle@ellislawhorne.com)

3. The Company's contact person for ongoing operations is:

William Hubbartt  
Navacore, LLC  
420 North Dave Lyle Blvd.  
Rock Hill, SC 29730  
Phone: (803) 327-2754  
Email: operations@gvii.net

4. In support of this Application, the following exhibits are attached hereto:

Exhibit 1: Articles of Organization  
Exhibit 2: Certificate of Existence  
Exhibit 3: Managerial Profiles  
Exhibit 4: Financial Information  
Exhibit 5: Proposed Tariff No. 1 for Local Exchange Services  
Exhibit 6: Proposed Tariff No. 2 for Interexchange Services  
Exhibit 7: Proposed Tariff No. 3 for Access Services  
Exhibit 8: Proposed Notice of Filing

## II. **Description of the Applicant**

### 1. **General Information**

a. Navacore is a telecommunications company that has been organized to provide competitive interexchange and local exchange services to residential and business customers. The Company is headquartered in Rock Hill, South Carolina, and its Customer Service Department is located there.

b. The Company's parent company, Grand Valley Telecommunications, Inc is a licensed facility-based CLEC located in Colorado. The parent company will soon also be providing telecommunications services in New Mexico, as well.

c. Navacore is not currently providing telecommunications services in any other states, but will be applying for telecommunications authority in North Carolina in the future. Local exchange services will be offered throughout the BellSouth geographic service territory, and Navacore has commenced negotiating the necessary agreements with BellSouth. The Company will offer services both as a reseller and facilities-based provider. Local exchange services will not be provided to customers located in any South Carolina rural incumbent's local exchange service areas. Attached as **Exhibits 5, 6, and 7** are the Company's proposed tariffs.

d. Navacore is a South Carolina Limited Liability company authorized to transact business in South Carolina. The Company's Articles of Organization are attached as **Exhibit 1**. The Company is certified with and currently in good standing with the South Carolina Secretary of State. See **Exhibit 2**.

## 2. **Customer Service**

a. Customer service representatives will be available to assist its customers during normal business hours. Customers can reach the Company's Customer Service Center by calling 1-888-564-6238. This toll-free number will

be printed on all customer billing statements. Customers wishing to communicate with customer service representatives in writing may send written correspondence to:

Navacore, LLC  
Attn: Customer Service  
420 North Dave Lyle Blvd.  
Rock Hill, SC 29730

b. The Company's customer service representatives are prepared to respond to a broad range of service matters, including: (1) the types of services offered, and the rates associated with such services; (2) monthly billing statements; (3) problems or concerns pertaining to a customer's current service, and (4) general telecommunications matters.

III. **Technical, Managerial and Financial Expertise Necessary to Provide Telecommunications Services**

Navacore's management team has the requisite technical, financial and managerial experience to operate a competitive telecommunications provider. Profiles of the Company's management personnel are attached as **Exhibit 3**. A more detailed explanation of these capabilities is as follow.

1. **Financial Qualifications**

a. The Applicant possesses adequate financial capitalization to conduct the business which it is proposing on a continuous basis. The Company's most recent financial statements are attached as **Exhibit 4**.

b. In addition, the Applicant will be obtaining the authority to offer resold and facilities-based interexchange and local exchange services in North

Carolina, and initiation of its operations will significantly increase revenues. The Company will also strictly monitor its expenses, institute effective cost controls and keep its selling, general and administrative ("SG&A") expenses as a percentage of gross revenues equal to if not better than the industry average. Therefore, the Company intends to have successful ongoing operations in the near future.

**2. Managerial Qualifications**

The Company's management team is highly skilled, having acquired considerable experience in the telecommunications industry, as evidenced by the management profiles submitted with this application.

**3. Technical Qualifications**

a. The Company will operate as a provider of resold and facilities-based local exchange and interexchange services. The quality of service provided to customers will be equivalent to that of the ILECs and other CLEC providers, and will meet all quality of service standards. In addition, the Applicant's management team has extensive experience within the telecommunications field, including technical experience.

b. As the foregoing illustrates, the Company possesses the technical expertise necessary to successfully operate as a local exchange provider within the State of South Carolina.

**IV. Approval of Application is in the Public Interest**

1. Increased competition results in a reduction of the prices consumers pay for goods and services. When competition is introduced into markets, the consumer benefits by a way of efficient pricing, improved service quality and expanded product and service capabilities.

2. The objective of the Federal Telecommunications Act of 1996 is to foster the development of competition in the local exchange market so that consumers will be afforded the foregoing benefits. Pursuant to the Act, barriers to local service entry are prohibited and parameters for competition in local exchange markets are established. Because the Company will be able to offer a broad range of services to customers wherever the incumbent LEC(s) offer appropriate wholesale tariffs, the Company's entry into the local service market will serve to foster competition.

3. Granting this Application is consistent with S.C. Code Ann. § 58-9-280, and, in that regard Applicant makes the following representations to the Commission:

a. Applicant possesses the technical, financial, and managerial resources sufficient to provide the services requested;

b. Applicant's services will meet the service standards required by the Commission;

c. The provision of services by Applicant will not adversely impact the availability of affordable telecommunications service;



d. Applicant, to the extent it is required to do so by the Commission, will participate in the support of universally available telephone service at affordable rates; and

e. The provision of services by Applicant will not adversely impact the public interest.

4. The demands of a competitive market are a better means to achieve affordability and quality of service than a monopolistic environment. As competitors vie for market share, they will compete based upon price, innovation and customer service. Those providers that offer consumers the most cost effective products will gain market share. In contrast, providers whose products do not meet the needs of consumers will lose market share and ultimately be eliminated from the industry.

**V. Description of Services Offered and Service Territory**

The Company intends to offer resold and facilities based interexchange and local exchange services to residential and business customers as more specifically defined in its attached tariffs. Prior to providing services in South Carolina, the Company will file Final Tariffs with the Commission.

The Company will offer all services on a twenty-four hour per day, seven-day per week basis. Local exchange services will be provided in the geographic areas served by BellSouth and other incumbent local exchange carriers (ILECs). Interexchange service will be offered on a statewide basis.

## **VI. Waivers and Regulatory Compliance**

The Company requests that the Commission grant it a waiver of those regulatory requirements inapplicable to similarly situated providers of interexchange and local exchange services. Commission Rule 103-603(3) provides that in “any case where compliance with any of these rules and regulations introduces unusual difficulty such rule or regulation may be waived by the Commission upon a finding by the Commission that such a waiver is in the public interest.” As set out below, compliance with certain Commission Rules will “introduce unusual difficulty” for the Company. Additionally, the Company asserts that granting the waivers requested herein would be “in the public interest.”

### **1. Financial Record-Keeping System (R. 103-611)**

The Company requests that it be exempt from any record-keeping rules or regulations that might require a carrier to maintain its financial records in conformance with the Uniform System of Accounts ("USOA"). The USOA was developed by the FCC as a means of regulating telecommunications companies subject to rate base regulation. The Company asserts that because it utilizes GAAP, the Commission will have a reliable means by which to evaluate operations. Therefore, the Company hereby requests to be exempt from any USOA requirements of the Commission.

### **2. Local Exchange Directories (R. 103-631)**

The Company requests that it not be required to publish local exchange directories. The Company will make arrangements with the incumbent LEC(s)

whereby the names of its local exchange customers will be included in the directories published by the incumbent LEC(s). LEC directories will also be modified to include the Company's customer service number. These directories will be distributed to all local exchange customers. It would be an unnecessary burden on the Company to require that it publish and distribute its own directory to all customers located within each exchange area, particularly since nearly all of these customers will be customers of the incumbent LECs. It is more efficient for the Company to include its limited customer list in the existing directories of the incumbent LECs.

### **3. Operating Area Maps (R. 103-612.2.3)**

The Applicant will be offering service within the geographic service areas of the incumbent LECs. Therefore, the Applicant asks that the Commission forbear from requiring Applicant to "file with this Commission a map or maps showing its certificated area and/or exchange service area(s)."

## **VII. Regulatory Treatment**

1. The Company requests that the Commission allow the Company to employ a flexible local exchange rate structure first authorized by Order No. 98-165 in Docket No. 97-467-C. Specifically, the Company requests that

- a) the Commission adopt for Company's local exchange services a competitive rate structure incorporating maximum rate levels with the flexibility for rate adjustment below the maximum rate levels; and
- b) that its local exchange service tariff filings be presumed valid upon filing, subject to the Commission's right within thirty (30) days to institute an investigation of such filings. At the discretion of the

Commission, such filings would be suspended pending further order of the Commission and any such filings would be subject to the same monitoring process as is applied to other, similarly situated carriers.

2. The Company requests that all of its business service offerings be regulated pursuant to the procedures described and set out in Order No. 95-1734 and 96-55 in Docket No. 95-661-C, and as modified by Order No. 2001-997 in Docket No. 2000-407-C. It is Company's intent by this request to have its business services regulated in the same manner as this Commission has permitted for AT&T Communications of the Southern States. Specifically, the Company requests:

- a) removal of maximum rate tariff requirements for its business services, consumer card, operator service<sup>1</sup>, and future private line, and customer network-type offerings; and
- b) that tariff filings for these uncapped offerings are presumed valid upon filing. If the Commission institutes an investigation of a particular filing within seven days, the tariff filing will be suspended until further order of the Commission.
- c) any relaxation in the reporting requirements that may be adopted for AT&T shall apply to the Company also.

## **VII. Interconnection Arrangements**

The Company proposes to enter into an interconnection agreement with BellSouth Telecommunications, Inc. and other incumbent local exchange carriers ("ILECS").

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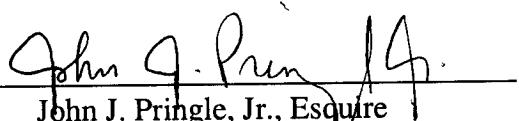
<sup>1</sup> Excepting those operator-assisted calls where a consumer uses a local exchange carrier's calling card to complete calls from locations which have not selected the local exchange carrier as their toll provider. Operator surcharges and per-minute rates for this type of call were capped by Order No. 2001-997 dated November 8, 2001.

## **VIII. Conclusion**

This Application demonstrates that the Company possesses the technical, financial and managerial resources to provide telecommunications services within the State of South Carolina. Furthermore, granting this Application will promote the public interest by increasing the level of competition in the South Carolina telecommunications market. Ultimately, competition will compel all telecommunications service providers to operate more efficiently and pass the resulting costs savings on to consumers. In addition, as a result of competition, the overall quality of service will improve.

WHEREFORE, Navacore, LLC requests that the South Carolina Public Service Commission issue a certificate of public convenience and necessity authorizing it to provide resold and facilities-based interexchange and local exchange intrastate telecommunications services to the public as proposed herein and set forth in the attached tariffs. Navacore, LLC also requests that the Commission regulate its local exchange service offerings in accordance with the principles and procedures established in Order No. 98-165 in Docket No. 97-467-C, grant alternative regulation first approved in Docket No. 95-661-C, grant the waivers requested herein, and grant such other relief as is just and proper.

**ELLIS LAWHORNE & SIMS, PA**

By   
John J. Pringle, Jr., Esquire  
Ellis Lawhorne & Sims, PA  
P.O. Box 2285  
Columbia, SC 29202  
Telephone: (803) 343-1270  
Facsimile: (803) 799-8479  
E-mail: [jpringle@ellislawhorne.com](mailto:jpringle@ellislawhorne.com)

Attorneys for Navacore, LLC

Columbia, South Carolina  
April 12, 2006

# **Exhibit 1**

CERTIFIED TO BE A TRUE AND CORRECT COPY  
AS TAKEN FROM AND COMPARED WITH THE  
ORIGINAL ON FILE IN THIS OFFICE

AUG 16 2002

STATE OF SOUTH CAROLINA  
SECRETARY OF STATE

FILED

AUG 16 2002

*[Signature]*  
SECRETARY OF STATE OF SOUTH CAROLINA

ARTICLES OF ORGANIZATION  
LIMITED LIABILITY COMPANY

*Jim Miles* 2  
SECRETARY OF STATE

TYPE OR PRINT CLEARLY IN BLACK INK

The undersigned delivers the following articles of organization to form a South Carolina limited liability company pursuant to Sections 33-44-202 and 33-44-203 of the 1976 South Carolina Code of Laws, as amended.

1. The name of the limited liability company which complies with Section 33-44-105 of the South Carolina Code of 1976, as amended is Navacore, LLC

2. The address of the initial designated office of the Limited Liability Company in South Carolina is

101 Main St.

Street Address

Chester, SC

29706

City

Zip Code

3. The initial agent for service of process of the Limited Liability Company is

Paul Falcon

Name

*Paul Falcon*  
Signature

and the street address in South Carolina for this initial agent for service of process is

420 N. Dave Lyle Blvd.

Street Address

Rock Hill, SC

29730

City

Zip Code

4. The name and address of each organizer is

(a) Paul Falcon

Name

767 Wefford St.

Street Address

Rock Hill

City

South Carolina

State

29730

Zip Code

(b)

Name

Street Address

City

State

Zip Code

(Add additional lines if necessary)

5. ☐ Check this box only if the company is to be a term company. If so, provide the term specified:



Navacore, LLC

Name of Limited Liability Company

6. ☒ Check this box only if management of the limited liability company is vested in a manager or managers. If this company is to be managed by managers, specify the name and address of each initial manager:

(a) Paul Falcon  
Name  
767 Wofford St. Rock Hill  
Street Address City  
South Carolina 29738  
State Zip Code

(b) \_\_\_\_\_  
Name  
\_\_\_\_\_  
Street Address City  
\_\_\_\_\_  
State Zip Code

(c) \_\_\_\_\_  
Name  
\_\_\_\_\_  
Street Address City  
\_\_\_\_\_  
State Zip Code

(d) \_\_\_\_\_  
Name  
\_\_\_\_\_  
Street Address City  
\_\_\_\_\_  
State Zip Code

(Add additional lines if necessary)

7. ☐ Check this box only if one or more of the members of the company are to be liable for its debts and obligations under section 33-44-303(c). If one or more members are so liable, specify which members, and for which debts, obligations or liabilities such members are liable in their capacity as members.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Navacore, LLC

Name of Limited Liability Company

8. Unless a delayed effective date is specified, these articles will be effective when endorsed for filing by the Secretary of State. Specify any delayed effective date and time:

9. Set forth any other provisions not inconsistent with law which the organizers determine to include, including any provisions that are required or are permitted to be set forth in the limited liability company operating agreement.

10. Signature of each organizer

Paul Falcon

Date 8/14/02

(Add Additional lines if necessary)

#### FILING INSTRUCTIONS

1. File two copies of this form, the original and either a duplicate original or a conformed copy.
2. If space on this form is not sufficient, please attach additional sheets containing a reference to the appropriate paragraph in this form, or prepare this using a computer disk which will allow for expansion of the space on the form.
3. This form must be accompanied by the filing fee of \$110.00 payable to the Secretary of State.

Return to: Secretary of State  
P.O. Box 11350  
Columbia, SC 29211

4. The first annual report for a Limited Liability Company must be delivered to the Secretary of State between January first and April first of the calendar year after which the Limited Liability Company was organized or the foreign company was first authorized to transact business in South Carolina. Subsequent annual reports must be delivered to the Secretary of State on or before the fifteenth day of the fourth month following the close of the limited liability company's taxable year.

#### NOTE

THE FILING OF THIS DOCUMENT DOES NOT, IN AND OF ITSELF, PROVIDE AN EXCLUSIVE RIGHT TO USE THIS CORPORATE NAME ON OR IN CONNECTION WITH ANY PRODUCT OR SERVICE. USE OF A NAME AS A TRADEMARK OR SERVICE MARK WILL REQUIRE FURTHER CLEARANCE AND REGISTRATION AND BE AFFECTED BY PRIOR USE OF THE MARK. FOR MORE INFORMATION, CONTACT THE TRADEMARKS DIVISION OF THE SECRETARY OF STATE'S OFFICE AT (803) 734-1728.

# **Exhibit 2**

# *The State of South Carolina*



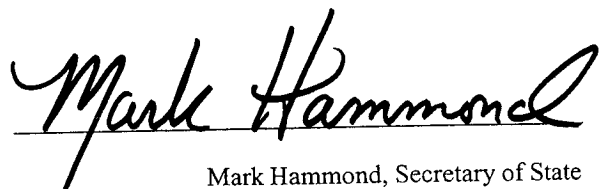
*Office of Secretary of State Mark Hammond*

## **Certificate of Existence**

**I, Mark Hammond, Secretary of State of South Carolina Hereby certify that:**

NAVACORE, LLC, A Limited Liability Company duly organized under the laws of the State of South Carolina on August 16th, 2002, with a duration that is at will, has as of this date filed all reports due this office, paid all fees, taxes and penalties owed to the Secretary of State, that the Secretary of State has not mailed notice to the company that it is subject to being dissolved by administrative action pursuant to section 33-44-809 of the South Carolina Code, and that the company has not filed articles of termination as of the date hereof.

Given under my Hand and the Great  
Seal of the State of South Carolina this  
3rd day of February, 2006.

A handwritten signature in cursive script that reads "Mark Hammond".

Mark Hammond, Secretary of State

# **Exhibit 3**

**William F. Hubbart**

970-257-9045

538 Fruitwood Dr. – Grand Junction, Colorado 81501

whubb@gvii.net

**Professional Profile**

Over 15 Years experience in computer industries and Telecommunications. 8 of those years have been spent on operations and management of telecommunication companies.

Executive experience in management of a licensed telecommunication company

Operations Director

Telecommunications Network Design and Networking

Network software implementation

**Achievements:**

- Formed and successfully operated 2 telecommunication companies.
- Implemented carrier class solution for transport of LD traffic
- Implemented carrier switch for CLEC business
- Implemented many fiber routes OC12 above above

**Responsibilities:**

President / CTO Colorado CLEC Grand Valley Telecom, Grand Jct, CO  
Duties include management of business operations, carrier relations, & Contract administration.

President / CTO Callingpoint LLC - Grand Junction, CO  
Duties include management of business operations, LD integrations, VOIP technologies. Contract management, & Development of carrier products.

Manager / Director Navacore Networks - Rock Hill, SC  
Duties include management of business operations, ISP management, & general overseer of operations.

**William F. Hubbartt**

970-257-9045

538 Fruitwood Dr. -- Grand Junction, Colorado 81501

whubb@gvii.net

**Experience:**

Grand Valley Telecommunications, Inc - Grand Junction, Colorado

2-1998 - Present

President CTO/CEO

Implemented operations for Colorado facility based CLEC

Includes Switching, National Switching, 911 carrier networks

Implemented multiple carrier DSL network utilizing SDSL technology.

Worked with local ILEC to establish interconnect agreement and contracts.

Callingpoint, LLC

2-2003 - Present

President CTO/CEO

Implemented operations for National VOIP provider

Established switching and software operations for said company.

Navacore, LLC

10-2005 - Present

General Manager for Internet Service Provider that wishes to become CLEC to offer advanced telecommunication technologies to customers in the Rock Hill, SC area.

Western Internet Connections, Inc.

10-1995 - 4-1997

Vice President / CTO

Maintained day to day operations for Colorado ISP. Duties include Network Implementation with local ILEC - Network Operations of ISP.

Pacific Business Communications - West Covina, Ca.

1-1990 - 5-1994

Owner

Consulted for various business for their communication needs.

BS Communications Science - South Camp College - Industry, Ca

AA Computer Information systems

## **E. Kay Hubbartt**

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718 Galaxy Drive  
Grand Junction, Co 81506

Phone: 970-241-7043  
Fax: 970-257-9086  
Email: kayh@gvii.net

### **Education**

1955—1956 Graduated Central Business College, Denver, Co.  
Specialized in Income Tax Preparation and Accounting

### **Work Experience**

1998 to Present—Co-owner  
Grand Valley Telecommunications, Inc.  
Chief Financial Officer  
Telephone and DSL Provider  
Office Manager in charge of Accounting and Customer Service.  
Working in Qwest data base to transfer customer telephone service to GVTCL.  
Performed all aspects of accounting—Setting up books, Accounts Receivable, Accounts Payable, Customer Service etc.

1998 to Present—Co-owner  
Grand Valley Internet, Inc.  
Secy-Treas  
Dialup Internet Provider  
Same duties as above

1998 to Present—Co-owner  
CyberStop Networks, Inc.—Co-owner  
Secy-Treas  
Wireless Internet Provider  
Same duties as above

2005 to present—Co-owner  
Calling Point, Inc.  
Secy-Treas  
Digital Telephone and DSL Services  
Same duties as above

2005 to present  
Navacore, Inc.—Co-owner  
Chief Financial Officer  
Oversee office workers, customer service and accounting in South Carolina office  
Oversee all day to day operations

1988 to present—Co-owner  
R. R. Hubbartt, Property Management and Rental Properties  
Maintaining and renting rental properties. Keeping track of rents paid and mortgages payable.



## **E. Kay Hubbartt**

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### **Hobbies**

1992 to present—Owner

Kay's Kids

Porcelain Doll Making

Teaching porcelain doll making to students. This includes pouring the porcelain molds, cleaning, painting and firing the pieces. Teaching all steps necessary to complete doll.

### **Special Interests**

Camping and Traveling

### **Computer Skills**

Microsoft Word, Excel, Publisher

1405 Lacy Ln.  
Rock Hill, SC 29732

paul@fatninjaltd.com

## **Professional Profile**

Approximately 13 years of telecommunications, computer and business administration experience in various capacities. Over 10 of those years were spent building and operating a successful Internet Service Provider from the ground up. Skills include:

- Network Design and implementation
- Network Operations Center Design and implementation (24x7)
- Telecommunications Design (Both Voice and Data) for Regional Deployment (South East, USA)
- Project Management
- Executive Management
- Telecommunications Software Design (VoIP)
- Systems Analyst
- Bi-Lingual – Fluent in both English & Spanish

## **Professional Experience**

Bicoastal Communications, Inc. (f/k/a Global Aerial Surveillance, Inc.)  
11-05 thru Current  
**President**

### Achievements:

- Appointed as Chairman of the Board of Directors (GARS.PK)
- Refocused company operations from UAV production to Telecommunications
- Implemented aggressive strategic acquisitions program to grow the company
- Hiring of all contractors and technical employees including network engineers, switch technicians, call center agents and fiber contractors.
- Design of our equipment offices as well as all ILEC Central Office facilities collocation.
- Company Liaison to the ILEC's for interconnection negotiations.

### Responsibilities:

- President
- Personnel Management
- Product development and implementation
- Marketing and Sales
- Financing

RedSquare, Corporation.

02-04 thru 11/05

## **Vice President of National Operations**

### Achievements:

- Designed and implemented all aspects of bringing company online.
- Administration and design of Technical resources. Procurement and implementation of our network elements to include class 4 and class 5 switching elements. SS7, Billing and CMS system.
- Hiring of all contractors and technical employees including network engineers, switch technicians, call center agents and fiber contractors.
- Design of our equipment offices as well as all ILEC Central Office facilities collocation.
- Company Liaison to the ILEC's for interconnection negotiations.

### Responsibilities:

- Vice President and Network Operations Management.
- Contract administration and execution for all aspects of the company to include ICA's (Inter Connection Agreements).
- Code acquisition and administration.
- Regulatory compliance.
- Develop and adhere to budget for all aspects of operations.
- Network diagrams.
- Network Element integration.
- Carrier relations (RBOC, Non RBOC and CLEC).
- Legal resource administration. (Filings and compliance).
- Disaster Plan development and implementation.
- Sales and Marketing development.
- Trunking development and implementation.

CETLink.Net, Rock Hill, SC

10-94 thru 01-05

## **President / CEO**

### Achievements:

- Designed and implemented all aspects of bringing company online.
- Administration of Financial resources to include providing all the seed money required to open and sustain operations until the company could self-sustain.
- Administration of Technical resources.
- Network design, implementation and operation of a 16 State wide IP network.
- Personnel management required to run the operation. All hiring and training of the staff that at its largest exceeded 35 employees.
- Network call center implementation and operation servicing in excess of 35,000 customers at a volume of 1500 to 2500 calls per day.
- Developed and deployed successful VoIP carrier system.

### Responsibilities:

- Chief Executive Officer
- Carrier relations and procurement
- Project Management
- Contract Administration
- Financing

# **Exhibit 4**

6:02 PM  
01/31/06  
Accrual Basis

**Navacore, LLC**  
**Profit & Loss**  
**January 2006**

	<u>Jan 06</u>
Ordinary Income/Expense	
Income	
Sales	
Refunds, Returns, Allowances	-372.75
Sales - Other	63,626.55
Total Sales	<u>63,253.80</u>
Total Income	63,253.80
Cost of Goods Sold	
Computer Parts for Resale	365.63
Total COGS	<u>365.63</u>
Gross Profit	62,888.17
Expense	
Bank Service Charges	
Credit Card Service Charges	669.10
Bank Service Charges - Other	111.00
Total Bank Service Charges	<u>780.10</u>
Internet Expense	30,476.53
Maint./Janitorial	128.70
Miscellaneous	3,000.00
Office Supplies	53.71
Postage and Delivery	243.09
Professional Employment Org.	28,021.66
Professional Fees	
Legal Fees	2,500.00
Total Professional Fees	<u>2,500.00</u>
Rent	2,000.00
Telephone	
Telephone-Nav/CET/RJS/EC	460.92
Total Telephone	<u>460.92</u>
Total Expense	<u>67,664.71</u>
Net Ordinary Income	<u>-4,776.54</u>
Net Income	<u><u>-4,776.54</u></u>

6:03 PM  
01/31/06  
Accrual Basis

**Navacore, LLC**  
**Balance Sheet**  
**As of January 31, 2006**

	Jan 31, 06
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
Carolina First	4,653.32
Total Checking/Savings	4,653.32
Accounts Receivable	
Accounts Receivable	92,684.38
Total Accounts Receivable	92,684.38
<b>Total Current Assets</b>	97,337.70
<b>Fixed Assets</b>	
Office Equipment	3,500.00
Office Furniture	2,800.00
Operation Equipment	123,450.00
<b>Total Fixed Assets</b>	129,750.00
<b>TOTAL ASSETS</b>	<b>227,087.70</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Accounts Payable	
Accounts Payable	38,356.56
Total Accounts Payable	38,356.56
<b>Total Current Liabilities</b>	38,356.56
<b>Long Term Liabilities</b>	
Notes Payable	
Note Payable-Rod & Kay Hubbartt	130,000.00
Total Notes Payable	130,000.00
<b>Total Long Term Liabilities</b>	130,000.00
<b>Total Liabilities</b>	168,356.56
<b>Equity</b>	
Opening Bal Equity	100.00
Retained Earnings	63,407.68
Net Income	-4,776.54
<b>Total Equity</b>	58,731.14
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>227,087.70</b>